



UNITED STATES INTERNATIONAL TRADE COMMISSION

WASHINGTON, DC 20436

February 5, 2003

Parties to the review:

Enclosed are drafts of the producer, importer, purchaser, and foreign producer questionnaires for review investigation No. 731-TA-752 (Review), Crawfish Tail Meat from China. Please review the questionnaires and make any suggestions you deem appropriate. In order to permit the Commission sufficient time to review the questionnaires after your comments have been incorporated, we must have all comments by Wednesday, February 12, 2003. In addition, U.S. producers and importers are requested to identify in an attachment the names, addresses, contact persons, and telephone numbers of their firm's 10 largest customers for crawfish tail meat during 1997-2002, if they have not already provided such information to the Commission. **All comments must be submitted in writing to the Commission in accordance with Commission rule 201.8 and must be served on all parties on the public and APO service lists.**

Sincerely,

Robert Carpenter
Acting Director

Enclosures

PRODUCERS' QUESTIONNAIRE
CRAWFISH TAIL MEAT FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission no later than March 27, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning crawfish tail meat from China (inv. No. 731-TA-752 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm produced crawfish tail meat (as defined in the instruction booklet) at any time since January 1, 1997?

☐

NO

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

()

Phone

()

Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Do you support or oppose continuation of the antidumping duty order currently in place for crawfish tail meat from China? Please explain.

☐ Support ☐ Oppose ☐ Take no position

- I-4. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing crawfish tail meat from China into the United States or which are engaged in exporting crawfish tail meat from China to the United States?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing crawfish tail meat from countries other than China into the United States or which are engaged in exporting crawfish tail meat from countries other than China to the United States?

☐ No ☐ Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of crawfish tail meat?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-8. In Parts II, III, and IV of this questionnaire we request copies of your company's business plan. Does your company have a business plan?

☐ Yes ☐ No

If yes, did you provide the requested copies?

☐ Yes ☐ No--Please explain why not.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Olympia Hand (ohand@usitc.gov) (preferred) or 202-205-3182). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone Number/Fax Number

E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of crawfish tail meat since September 15, 1997 (the date on which the antidumping duty order under review became effective)?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes.

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of crawfish tail meat in the future?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. Include in your response a specific projection of your firm's capacity to produce crawfish tail meat (in pounds) for 2003 and 2004.

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of crawfish tail meat in the future if the antidumping duty order on crawfish tail meat from China were to be revoked?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-5. Has your firm since 1997 (the year the antidumping duty order under review became effective) produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of crawfish tail meat and/or using the same production and related workers employed to produce crawfish tail meat?

☐ No

☐ Yes--List the following information and report your firm's combined production capacity and production of these products and crawfish tail meat in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____

(Quantity in pounds)						
Item	1997	1998	1999	2000	2001	2002
AVERAGE PRODUCTION CAPACITY						
PRODUCTION						

- II-6. Please describe the constraint(s) that set the limit(s) on your production capacity.

- II-7. Is your firm able to switch production between crawfish tail meat and other products in response to a relative change in the price of crawfish tail meat vis-a-vis the price of other products, using the same equipment and labor?

☐ No

☐ Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from crawfish tail meat.

(Quantity in pounds, value in dollars)						
Item	1997	1998	1999	2000	2001	2002
AVERAGE PRODUCTION CAPACITY (<i>quantity</i>)						
PRODUCTION (<i>quantity</i>)						
U.S. SHIPMENTS:						
Commercial shipments of domestic fresh (including chilled) tail meat:						
Quantity of commercial shipments						
Value of commercial shipments						
Commercial shipments of domestic frozen tail meat:						
Quantity of commercial shipments						
Value ¹ of commercial shipments						
Internal consumption and transfers to related firms of fresh and frozen tail meat: combined:¹						
Quantity of internal consumption/transfers						
Value ¹ of internal consumption/transfers						
U.S. SHIPMENTS TO LOUISIANA (<i>quantity</i>)						
U.S. SHIPMENTS TO ARKANSAS, MISSISSIPPI, AND TEXAS (<i>quantity</i>)						
U.S. SHIPMENTS TO REMAINDER OF UNITED STATES (<i>quantity</i>)						
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)						
U.S. SHIPMENTS TO RESTAURANTS (<i>quantity</i>)						
U.S. SHIPMENTS TO FOOD STORES (<i>quantity</i>)						
U.S. SHIPMENTS TO SEAFOOD MARKETS (<i>quantity</i>)						
U.S. SHIPMENTS TO OTHER _____ (<i>quantity</i>)						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs (<i>1,000 hours</i>)						
WAGES PAID TO PRWs (<i>value</i>)						
¹ Internal consumption and transfers to related parties must be valued at fair market value in the table. In the event that you use a different basis for valuing these transactions for internal record keeping, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1997-2002 below:						

PART II.--TRADE AND RELATED INFORMATION--Continued

II-10. Since January 1, 1997, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of crawfish tail meat?

☐ No ☐ Yes--Name firm(s): _____

II-11. Does your firm produce crawfish tail meat in a foreign trade zone (FTZ)?

☐ No ☐ Yes--Identify FTZ(s): _____

II-12. Since September 15, 1997, has your firm imported crawfish tail meat?

☐ No ☐ Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

II-13. Describe the significance of the existing antidumping duty order covering imports of crawfish tail meat from China in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

II-14. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of crawfish tail meat in the future if the antidumping duty order on crawfish tail meat from China were to be revoked?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

PART III.--FINANCIAL INFORMATION--Continued

- III-6. **Operations on processing domestic crawfish tail meat.**--Report the revenue and related cost information requested below for your operations processing domestic crawfish tail meat in your U.S. establishments. Do not include revenues and costs associated with your processing operations on any other product, including imported crawfish tail meat.¹ To the extent that crawfish tail meat processors use their facilities to process more than just domestic crawfish tail meat, reasonable estimates to determine costs related only to domestic crawfish tail meat are acceptable. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Identify in the space provided (e.g., FY 1997) your six most recently completed fiscal years in chronological order from left to right and provide the requested financial information.

(Quantity in pounds, value in dollars)						
Item	FY ____	FY ____	FY ____	FY ____	FY ____	FY ____
Net sales quantities:²						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net sales values:²						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Expenses and other income (including those related to internal consumption and transfers to related firms):						
Purchased crawfish ³						
Labor ⁴						
Overhead costs ⁵						
Selling, general and administrative expenses						
Interest expense						
Depreciation and amortization						
All other expenses						
All other income						
Net income or (loss) before income taxes						
<p>¹ Include only sales (whether domestic or export) and costs related to your U.S. operations processing domestic crawfish tail meat.</p> <p>² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.</p> <p>³ Report the cost of purchased domestic crawfish used to process crawfish tail meat. If domestic crawfish was purchased for other purposes in addition to processing crawfish tail meat, please indicate the manner in which you allocated the cost of purchased crawfish to crawfish tail meat operations: _____</p> <p>_____</p> <p>_____</p> <p>⁴ Labor directly involved in converting purchased crawfish into a salable product.</p> <p>⁵ Other processing costs such as power, insurance, property taxes, supervisory salaries, etc.</p>						

PART III.--FINANCIAL INFORMATION--Continued

III-7. Please circle the statements below that most accurately describe your operations processing domestic crawfish tail meat:

1. The crawfish used to produce tail meat (A) was specifically purchased for that purpose; or (B) was crawfish that was purchased to be sold as either live whole or whole boiled, but which subsequently could not be sold for that purpose. **(Note: If you circled (B), please provide the information requested in footnote 3, table III-6 above.)**
2. The crawfish purchased (A) are graded by size or (B) not graded by size.
3. If the crawfish purchased are graded by size, please circle the grade below which best describes the type purchased and the average price per pound paid: (A) Jumbo crawfish (15 or fewer per pound), which had an average price of ____ per pound (for the most recent fiscal period); (B) Large crawfish (16 to 20 per pound), which had an average price of ____ per pound (for the most recent fiscal period); (C) Medium crawfish (21 to 25 per pound), which had an average price of ____ per pound (for the most recent fiscal period); or (D) Peelers (26 or more per pound), which had an average price of ____ per pound (for the most recent fiscal period).
4. Of the grades listed in question 3 above, which was typically used in your company's domestic crawfish tail meat operations: (A) Jumbo crawfish; (B) Large crawfish; (C) Medium crawfish; or (D) Peelers?

III-8. Overall establishment operations.--Report the revenue and related cost information requested below for the overall establishment(s) wherein crawfish tail meat is processed. Reasonable estimates, as necessary, are acceptable. Identify in the space provided (e.g., FY 1997) your six most recently completed fiscal years in chronological order from left to right and provide the requested financial information.

(Value in dollars)						
Item	____	____	____	____	____	____
Net sales values:¹						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Expenses and other income (including those related to internal consumption and transfers to related firms):						
Cost of goods sold						
Selling, general and administrative expenses						
Interest expense						
Depreciation and amortization						
All other expenses						
All other income						
Net income or (loss) before income taxes						
² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.						

PART III.--FINANCIAL INFORMATION--Continued

- III-9. Operations on processing domestic crawfish tail meat -- capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on crawfish tail meat, and the values of the property, plant, and equipment used in the production of crawfish tail meat. Identify in the space provided (e.g., FY 1997) your six most recently completed fiscal years in chronological order from left to right and provide the requested financial information.

(Value in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
Capital expenditures						
Research and development expenditures						
Property, plant, and equipment:						
Original cost						
Book value						

- III-10. Overall establishment(s) operations which include the processing of domestic crawfish tail meat - capital expenditures, research and development expenditures, and asset values.--Report capital expenditures, research and development expenses, and the values of the property, plant, and equipment for your firm's overall establishment operations. Identify in the space provided (e.g., FY 1997) your six most recently completed fiscal years in chronological order from left to right and provide the requested financial information.

(Value in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
Capital expenditures						
Research and development expenditures						
Property, plant, and equipment:						
Original cost						
Book value						

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No. E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly quantity and value data concerning your firms's shipments during January 1997-December 2002 of its **U.S.-produced** crawfish tail meat sold to U.S. retailers and distributors unrelated to your firm. Please report separately for **fresh (chilled)** crawfish tail meat and **frozen** crawfish tail meat AND for shipments to customers in each of the following three U.S. market areas:

(1) Louisiana (2) Arkansas, Mississippi, and Texas (states contiguous to Louisiana) and (3) all other states (excluding Louisiana and states contiguous to Louisiana).

Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

COPY THE FOLLOWING TWO PAGES AS NECESSARY. Complete a separate page for each of the specified market areas to which you sell.

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-A.--PRICE DATA--Continued****Product 1: Fresh (chilled) crawfish tail meat**☐ Louisiana☐ Arkansas, Mississippi, and Texas☐ All other states

(Quantity in pounds, value in dollars)				
	Sales to retailers		Sales to distributors	
Period of shipment	Quantity	Value ¹	Quantity	Value ¹
1997:				
January-March				
April-June				
July-September				
October-December				
1998:				
January-March				
April-June				
July-September				
October-December				
1999:				
January-March				
April-June				
July-September				
October-December				
2000:				
January-March				
April-June				
July-September				
October-December				
2001:				
January-March				
April-June				
July-September				
October-December				
2002:				
January-March				
April-June				
July-September				
October-December				
¹ Values should be f.o.b. your U.S. point of shipment (should <i>exclude</i> U.S. inland freight costs to your customers' locations) and should be net of all returns, refunds, discounts, and credits.				

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-A.--PRICE DATA--Continued****Product 2: Frozen crawfish tail meat**☐

Louisiana

☐

Arkansas, Mississippi, and Texas

☐

All other states

(Quantity in pounds, value in dollars)				
	Sales to retailers		Sales to distributors	
Period of shipment	Quantity	Value ¹	Quantity	Value ¹
1997:				
January-March				
April-June				
July-September				
October-December				
1998:				
January-March				
April-June				
July-September				
October-December				
1999:				
January-March				
April-June				
July-September				
October-December				
2000:				
January-March				
April-June				
July-September				
October-December				
2001:				
January-March				
April-June				
July-September				
October-December				
2002:				
January-March				
April-June				
July-September				
October-December				

¹ Values should be f.o.b. your U.S. point of shipment (should *exclude* U.S. inland freight costs to your customers' locations) and should be net of all returns, refunds, discounts, and credits.

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-B.--MARKET FACTORS**

IV-B-1. How does your firm determine the prices that it charges for sales of crawfish tail meat (check all that apply)?

- ☐ Transaction by transaction ☐ Contracts ☐ Set price lists
☐ Other (describe) _____

IV-B-2. Please describe your firm's discount policy (check all that apply).

- ☐ Quantity discounts ☐ Annual total volume discounts ☐ No discount policy
☐ Other (describe) _____

IV-B-3. On what basis are your prices of crawfish tail meat usually quoted?

- ☐ F.o.b. (specify point) _____ ☐ Delivered

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced crawfish tail meat are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

- (a) What is the average duration of a contract? _____
 (b) How frequently are contracts renegotiated? _____
 (c) Does the contract fix quantity, price, or both? _____
 (d) Does the contract have a meet or release provision? _____
 (e) What are the standard quantity requirements, if any? _____
 (f) What is the price premium for sub-minimum shipments? ___ percent

IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of crawfish tail meat? _____

IV-B-6. What is the approximate percentage of the total delivered cost of crawfish tail meat that is accounted for by transportation costs? ___ percent. Who generally arranges the transportation to your customers' locations? Your firm ___ or purchaser ___ (check one). What proportion of your sales occur within 100 miles of your storage or production facility? ___ percent. 101 to 1,000 miles? ___ percent. Over 1,000 miles? ___ percent.

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-B.--MARKET FACTORS--Continued**

IV-B-7. What is the geographic market area in the United States served by your firm's crawfish tail meat (check all that apply)? Note any changes in market area since 1997 (the year the antidumping duty order under review became effective) and any anticipated changes for the future.

- | | |
|---|--|
| <input type="checkbox"/> Louisiana | <input type="checkbox"/> Arkansas, Mississippi, Texas |
| <input type="checkbox"/> Continental U.S. | <input type="checkbox"/> U.S., including Alaska and Hawaii |
| <input type="checkbox"/> Northeast | <input type="checkbox"/> Northwest <input type="checkbox"/> Midwest |
| <input type="checkbox"/> Southeast | <input type="checkbox"/> Southwest <input type="checkbox"/> Other (describe) _____ |

IV-B-8. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of crawfish tail meat influenced the U.S. wholesale market price of crawfish tail meat since 1997?

- ☐ No ☐ Yes--Please identify any such firm(s) and note the time period when the firm(s) influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

IV-B-9. To what extent have changes in the prices of raw materials affected your firm's selling prices for crawfish tail meat during 1997-2002? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-B.--MARKET FACTORS--Continued**

IV-B-10. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced crawfish tail meat in the U.S. market since 1997?

- ☐ No ☐ Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

IV-B-11. (a) Do you anticipate any changes in terms of the availability of U.S.-produced crawfish tail meat in the U.S. market in the future?

☐ No change ☐ Increase ☐ Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period, and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

IV-B-12. Describe how easily your firm can shift its sales of crawfish tail meat between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting crawfish tail meat between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-13. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of crawfish tail meat since 1997?

☐ No ☐ Yes--Please describe and quantify if possible.

IV-B-14. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of crawfish tail meat in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

☐ No ☐ Yes--Please identify, including the time period.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

IV-B-15. Are there other products that may be substitutes for crawfish tail meat?

☐ No

☐ Yes--Please describe the products and note how frequently such substitutions occur.

IV-B-16. Have there been any changes in the number or types of products that can be substituted for crawfish tail meat since 1997?

☐ No

☐ Yes--Please explain.

IV-B-17. Do you anticipate any changes in terms of the substitutability of other products for crawfish tail meat in the future?

☐ No

☐ Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-18. Describe the end uses of the crawfish tail meat that you manufacture.

IV-B-19. Have there been any changes in the end uses of crawfish tail meat since 1997?

☐ No

☐ Yes--Please describe.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

IV-B-20. Do you anticipate any changes in terms of the end uses of crawfish tail meat in the future?

☐ No

☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-21. How has demand within the United States (and outside the United States, if known) for crawfish tail meat changed since 1997?

☐ Unchanged

☐ Increased

☐ Decreased

☐ Other (describe) _____

What were the principal factors affecting changes in demand?

IV-B-22. Do you anticipate any future changes in crawfish tail meat demand in the United States and, if known, the rest of the world?

☐ No

☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-23. Please compare market prices of crawfish tail meat in U.S. and non-U.S. markets, if known.

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-B.--MARKET FACTORS--Continued**

IV-B-24. Is crawfish tail meat produced in the United States and in other countries used interchangeably (i.e., are they physically used in the same applications)?

Please indicate below, using "A" to indicate that the products from a specified country-pair are always interchangeable, "F" to indicate that the products are frequently interchangeable, "S" to indicate that the products are sometimes interchangeable, "N" to indicate that the products are never interchangeable, and "0" to indicate no familiarity with products from a specified country-pair. ¹		
Country-pair	China	Nonsubject countries
United States		
China		
¹ For any country-pair producing crawfish tail meat which is sometimes or never used interchangeably, please explain the factors that limit or preclude interchangeable use.		

IV-B-25. Is the price between crawfish tail meat produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair. ¹		
Country-pair	China	Nonsubject countries
United States		
China		
¹ For any country-pair producing crawfish tail meat for which there are price differences, please identify the country-pair and explain the differences.		

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-B.--MARKET FACTORS--Continued**

- IV-B-26. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between crawfish tail meat produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair.¹

Country-pair	China	Nonsubject countries
United States		
China		

¹ For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of crawfish tail meat, identify the country-pair and report the advantages or disadvantages imparted by such factors.

- IV-B-27. Has the availability of NONSUBJECT imported crawfish tail meat changed since 1997?

☐ No

☐ Yes--Please explain.

- IV-B-28. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss crawfish tail meat supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China, and (3) the world as a whole. Of particular interest is such data from 1997 to the present and forecasts for the future.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

IV-B-29. Are your exports of crawfish tail meat subject to any tariff or non-tariff barriers to trade in other countries?

☐ No ☐ Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 1997, or that are expected to occur in the future.

IV-B-30. Does your firm sell crawfish tail meat over the internet?

☐ No ☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of crawfish tail meat in 2002 accounted for by internet sales.

PURCHASERS' QUESTIONNAIRE
CRAWFISH TAIL MEAT FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than March 27, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning crawfish tail meat from China (inv. No. 731-TA-752 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from John Benedetto (202-205-3270).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm purchased crawfish (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 1997?

☐

NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

()

Phone

()

Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing crawfish tail meat from China into the United States or which are engaged in exporting crawfish tail meat from China to the United States?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of crawfish tail meat?

☐ No

☐ Yes--List the following information.

Firm name
Address
Affiliation

PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of fresh and frozen crawfish tail meat.

(Quantity in pounds, value in \$1,000)						
Item	1997	1998	1999	2000	2001	2002
FRESH Crawfish tail meat TAIL MEAT						
PURCHASES FROM U.S. PRODUCERS:						
Quantity						
Value						
PURCHASES FROM CHINA:						
Quantity						
Value						
PURCHASES FROM ALL OTHER COUNTRIES:¹						
Quantity						
Value						
FROZEN Crawfish tail meat TAIL MEAT						
PURCHASES FROM U.S. PRODUCERS:						
Quantity						
Value						
PURCHASES FROM CHINA:						
Quantity						
Value						
PURCHASES FROM ALL OTHER COUNTRIES:¹						
Quantity						
Value						
¹ Please identify these countries: _____						

PART II.--PURCHASES--Continued

- II-2. If the relative levels of your firm's purchases of crawfish tail meat from different country sources (both domestic and foreign) have changed since 1997 (the year the antidumping duty order under review became effective), please explain the reason(s), noting the country of origin of the product in your response.

- II-3. (a) Did your firm purchase crawfish tail meat from China before 1997?

☐ No--Skip to (c) ☐ Yes

- (b) If yes, has your pattern of purchasing crawfish tail meat from China changed since 1997?

☐ No, our pattern of purchasing is essentially unchanged.

☐ Yes, we discontinued purchases from China because of the order.

☐ Yes, we reduced purchases from China because of the order.

☐ Yes, but we changed the pattern of purchases from China for reasons other than the order (please explain below).

- (c) Has your pattern of purchasing crawfish tail meat from nonsubject foreign sources changed since 1997 (please check all that apply).

☐ We did not purchase from nonsubject foreign sources before or after the order.

☐ No, our pattern of purchasing is essentially unchanged.

☐ Yes, we increased purchases from nonsubject countries because of the order.

☐ Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of crawfish tail meat (check all that apply)?

☐ Retailer (specify below):

☐ Food Store

☐ Seafood Market

☐ Restaurant

☐ Other (_____)

☐ Distributor

☐ Other (_____)

III-2. If your firm is a distributor or reseller of crawfish tail meat, what are the major types of consumers to which you sell crawfish tail meat?

III-3. List, in order of quantity of crawfish tail meat consumed, the top 3 end-use products for which your firm purchases crawfish tail meat as a component part or material input. Please indicate what percentage of the total cost is accounted for by crawfish tail meat.

<u>End-use product</u>	<u>Percent of total purchases</u>	<u>Percent of cost accounted for by crawfish tail meat</u>
1. _____	1. _____	1. _____
2. _____	2. _____	2. _____
3. _____	3. _____	3. _____

III-4. Have there been any changes in the end uses of crawfish tail meat since 1997?

☐ No

☐ Yes--Discuss the changes, noting the time period in which they occurred.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-5. If your firm is an end user of crawfish tail meat, has the demand for your firm's final products incorporating crawfish tail meat changed since 1997 for crawfish tail meat from China?

- ☐ No ☐ Yes--Please indicate the direction of change and identify the major factors that have contributed to this change and describe the ways in which any changes in demand for your firm's final products have affected your firm's purchases.

III-6. Do substitutes exist for the end-use products listed previously?

- ☐ No ☐ Yes--Please identify any such substitutes and explain the effect of any such substitutes on your sales of the listed end-use products and on your purchases of crawfish tail meat.

III-7. How has demand within the United States (and outside the United States, if known) for crawfish tail meat changed since 1997?

- ☐ Unchanged ☐ Increased ☐ Decreased
☐ Other (describe) _____

What were the principal factors affecting changes in demand?

III-8. Do you anticipate any future changes in crawfish tail meat demand in the United States and, if known, the rest of the world?

- ☐ No ☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

- III-9. Please identify any supply factor(s) (e.g., changes in availability or prices of raw materials, energy, or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced crawfish tail meat in the U.S. market since 1997. Please note the time period(s) of any such changes, the factor(s) involved, and the impact such changes had on your shipment volumes and prices.

- III-10. What do you think will be the likely effects of any revocation of the antidumping duty order for imports of crawfish tail meat from China? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: _____

(2) Entire U.S. market: _____

- III-11. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss crawfish tail meat demand and/or factors affecting crawfish tail meat demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest is such data on an annual basis from 1997 to the present and forecasts of these demand data.

- III-12. (a) Are there other products that could be substituted for crawfish tail meat in its end uses?

☐ No ☐ Yes--Please identify such substitutes. If multiple end uses exist for crawfish tail meat, please discuss potential substitutes for each.

(b) Have there been any changes in the number or type of products that can be substituted for crawfish tail meat since 1997 concerning imports from China?

☐ No ☐ Yes--Please explain.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

(c) Since 1997, have prices for these substitute products increased, decreased, or remained the same relative to those for crawfish tail meat? Have changes in these relative prices caused your firm to shift purchases from crawfish tail meat to the substitute products or vice versa?

III-13. Is buying a product that is produced in the United States an important factor in your firm's purchases of crawfish tail meat (please check ALL that apply)?

☐ No

☐ Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves ____ percent of all purchases of crawfish tail meat.

☐ Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves ____ percent of all purchases of crawfish tail meat.

☐ Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all purchases of crawfish tail meat.

III-14. (a) Is the crawfish tail meat market subject to business cycles or conditions of competition distinctive to crawfish tail meat?

☐ No

☐ Yes--Please explain and provide estimates of the duration of any such cycle.

(b) Has the emergence of new markets for crawfish tail meat since 1997 affected the business cycles or conditions of competition distinctive to crawfish tail meat?

☐ No

☐ Yes--Please explain any such changes.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--*Continued*

III-15. Who are your major competitors?

III-16. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving crawfish tail meat based on the producer of the crawfish tail meat you purchase?

Your firm: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

Your customers: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: _____

Your customers: _____

III-17. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving crawfish tail meat based on the country of origin of the crawfish tail meat you purchase?

Your firm: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

Your customers: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: _____

Your customers: _____

III-18. (a) How frequently do you make purchases?

☐ Daily ☐ Weekly ☐ Monthly ☐ Quarterly ☐ Annually

☐ Other (specify) _____)

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

(b) Do you expect this purchasing pattern to change in the next two years?

☐ No ☐ Yes--How and why do you expect these changes to occur?

III-19. How many suppliers do you generally contact before making a purchase?

III-20. (a) Do purchases of crawfish tail meat usually involve negotiations between supplier and purchaser?

☐ No ☐ Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

☐ No ☐ Yes--Specify the time period.

III-21. Have you changed suppliers in the last 5 years?

☐ No ☐ Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

III-22. (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

☐ No ☐ Yes--Please identify the firms and indicate how you become aware of them.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--*Continued*

(b) Do you expect new crawfish tail meat suppliers to enter the market in the future?

☐ No ☐ Yes--Please provide details, noting the specific future time period in your response.

III-23. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase crawfish tail meat for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality of product, range of supplier's product line, traditional supplier, etc.).

1. _____
2. _____
3. _____

III-24. What characteristics does your firm consider when determining the quality of crawfish tail meat?

III-25. How often does your firm purchase crawfish tail meat that is offered at the lowest price?

☐ Always ☐ Usually ☐ Sometimes ☐ Never

III-26. (a) Are U.S.-inland transportation costs a major factor in your firm's consideration of which suppliers to source its crawfish tail meat requirements?

☐ No ☐ Yes

(b) Of the total cost of the crawfish tail meat that your firm purchases, approximately what percent is accounted for by U.S. inland transportation costs (please answer separately for each of your sources)?

Source _____ percent

Source _____ percent

Source _____ percent

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-27. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of crawfish tail meat influenced the U.S. wholesale market price of crawfish tail meat since 1997?

- ☐ No ☐ Yes--Please identify any such firm(s) and note the time period when the firm influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

III-28. How frequently does the price of the crawfish tail meat you are purchasing change?

III-29. (a) Do you require your suppliers to become certified or pre-qualified with respect to the quality, delivery or other characteristic of the crawfish tail meat they sell to your firm?

- ☐ No ☐ Yes--Approximately ____ percent of your firm's total 2002 purchases of crawfish tail meat required some form of certification or pre-qualification.

(b) Explain why your firm requires supplier certification or pre-qualification.

(c) Briefly describe the factors that are considered when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to qualify a new supplier.

(d) Since 1997, have any domestic or foreign producers ever failed in their attempts to qualify their crawfish tail meat with your firm or have any producers lost their approved status?

- ☐ No ☐ Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the qualification process.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-30. (a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. crawfish tail meat industry since 1997 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. crawfish tail meat industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

III-31. Does your firm purchase crawfish tail meat over the internet?

☐ No ☐ Yes--Please describe, noting the estimated percentage of your firm's total purchases of crawfish tail meat in 2002 accounted for by internet purchases.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

IV-1. Please indicate the countries of origin for crawfish tail meat for which your firm has actual marketing/pricing knowledge.

☐ United States ☐ China ☐ Other countries (specify) _____)

IV-2. Do the specifications/characteristics of crawfish tail meat vary depending on the end-use application or retail market segment the product is destined for?

☐ No ☐ Yes-- Identify the specific end-use applications and/or retail market segments and the general nature of specifications/characteristics that are associated with each application/retail market segment.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT --Continued**

IV-3. Is crawfish tail meat produced in the United States and in other countries used in the same applications?

Please indicate below, using "A" to indicate that the products from a specified country-pair are always used in the same applications, "F" to indicate that the products are frequently used in the same applications, "S" to indicate that the products are sometimes used in the same applications, "N" to indicate that the products are never used in the same applications, and "0" to indicate no familiarity with products from a specified country-pair. ¹		
Country-pair	China	Nonsubject countries
United States		
China		
Nonsubject		
¹ For any country-pair producing crawfish tail meat which is sometimes or never used in the same applications, please explain the factors that limit or preclude such use. <hr/> <hr/>		

IV-4. Do you or your customers ever specifically order crawfish tail meat from one country in particular over other possible sources of supply?

☐ No

☐ Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why crawfish tail meat from these countries is preferred over product from other countries (please note the specific product in your response).

IV-5. Are certain types of crawfish tail meat available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

☐ No

☐ Yes--Please identify the source and the type.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

- IV-6. Please indicate whether prices of crawfish tail meat from different sources have generally been higher, lower, or about the same as those of product from other sources. Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV), including the United States and both subject and nonsubject foreign countries.

_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Lower	<input type="checkbox"/> Same	priced than from _____
(country)				(country)
_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Lower	<input type="checkbox"/> Same	priced than from _____
(country)				(country)
_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Lower	<input type="checkbox"/> Same	priced than from _____
(country)				(country)

- IV-7. If you purchased U.S. crawfish tail meat during 2002, would you have purchased imported product instead, if it were available for a lower price?

☐ No ☐ Yes--How much lower would the price for the imported product have to have been (below the price you paid) before you would have purchased the imported product?

Country _____	_____ percent lower
Country _____	_____ percent lower
Country _____	_____ percent lower

Comments: _____

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--*Continued***

IV-8. (a) Since 1997, has there been a change in the price of crawfish tail meat? If so, has the price of U.S.-produced crawfish tail meat changed more or less than the price of imported crawfish tail meat from China?

☐ No change in price

☐ Prices have changed by the same amount

☐ Price of U.S.-produced crawfish tail meat has changed relative to the price of crawfish tail meat from
China

(b) If the price of U.S.-produced crawfish tail meat has changed relative to the price of crawfish tail meat from China, the price of U.S.-produced crawfish tail meat is now relatively

☐ Higher ☐ Lower

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-9. For the factors listed below, please rate how crawfish tail meat produced in each country you identified in your response to question IV-1 compares with crawfish tail meat produced in each of the other countries you identified (including as a minimum comparisons between the United States--*fresh* separately from *frozen* U.S. produced tail meat-- and China, but also include any comparisons between the United States and nonsubject foreign countries and between China and nonsubject countries). Copy this page as necessary to cover all possible country (and *fresh* versus *frozen*) combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____	compared to	_____
(specify country)		(specify country)
Fresh <input type="checkbox"/> Frozen <input type="checkbox"/>		Fresh <input type="checkbox"/> Frozen <input type="checkbox"/>
	SUPERIOR	COMPARABLE
	INFERIOR	
Availability	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>
Lowest price ¹	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>
Product quality	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):		
_____	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>

¹ A rating of "superior" means that the price is generally lower. For example, if you report United States compared to China and check "superior," this means that you rate the U.S. price as generally lower than the Chinese price. Conversely, if you were to check "inferior" in this example, you would be rating the U.S. price as being generally higher than the Chinese price.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-10. For the factors listed below, please rate each in terms of its importance in your purchase decision for crawfish tail meat.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lowest price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART V.--SUPPLIER IDENTIFICATION

Please list the suppliers from which you have purchased crawfish tail meat since 1997 and approximate the percentage of the volume of your crawfish tail meat purchases each accounted for in 2002.

No.	Firm name	Percentage of purchases	No.	Firm name	Percentage of purchases
1			6		
2			7		
3			8		
4			9		
5			10		

FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE
CRAWFISH TAIL MEAT FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission no later than March 27, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning crawfish tail meat from China (inv. No. 731-TA-752 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

Name of firm _____

Address _____

World Wide Web address _____

Has your firm produced or exported crawfish tail meat (as defined in the instruction booklet) at any time since January 1, 1997?

☐

NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

E-mail address

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Please provide the names and addresses of the **FIVE** largest U.S. importers of your firm's crawfish tail meat in 2002.

- I-4. In Parts II and III of this questionnaire we request copies of your company's business plan. Does your company have a business plan?

☐ Yes ☐ No

If yes, did you provide the requested copies?

☐ Yes ☐ No--Please explain why not.

PART I.--GENERAL QUESTIONS--*Continued*

I-5. Does your firm or any related firm produce, have the capability to produce, or have any plans to produce crawfish tail meat in the United States or other countries?

☐ No

☐ Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Olympia Hand for copies of that questionnaire).

I-6. Does your firm or any related firm import or have any plans to import crawfish tail meat into the United States?

☐ No

☐ Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Olympia Hand for copies of that questionnaire).

PART II.--TRADE AND RELATED INFORMATION

II-1. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of crawfish tail meat since September 15, 1997 (the date on which the antidumping duty order under review became effective)?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-2. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of crawfish tail meat in the future?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce crawfish tail meat (in pounds) for 2003 and 2004.**

II-3. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of crawfish tail meat in the future if the antidumping duty order on crawfish tail meat from China were to be revoked?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-4. Does your firm have any plans to add, expand, curtail, or shut down production capacity and/or production of crawfish tail meat in China in the future?

☐ No

☐ Yes--Please describe those plans, including planned dates and capacity/production quantities involved, and the reason(s) for such change(s). If the plans are to add or expand capacity or production, list (in descending order of importance) the markets (countries) to which such additional capacity or production would be directed. Provide relevant portions of business plans or other supporting documentation that addresses this issue.

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-5. Describe the production technology used in the production of crawfish tail meat in China and identify major production inputs. Also discuss any significant changes in production technology since 1997 (the year the antidumping duty order(s) under review became effective).

- II-6. Has your firm since 1997 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of crawfish tail meat?

☐ No ☐ Yes--List the following information and report your firm's combined production capacity and production of these products and crawfish tail meat in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity data</u>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>

<i>(Quantity in pounds)</i>						
Item	1997	1998	1999	2000	2001	2002
AVERAGE PRODUCTION CAPACITY						
PRODUCTION						

- II-7. Has your firm since 1997 produced, or does your firm anticipate producing in the future, other products using the same production and related workers employed to produce crawfish tail meat?

☐ No ☐ Yes--List the following information.

<u>Product</u>	<u>Period</u>
<hr/>	<hr/>
<hr/>	<hr/>

PART II.--TRADE AND RELATED INFORMATION--Continued

II-8. Please describe the constraint(s) that set the limit(s) on your production capacity.

II-9. What percentage of your firm's total sales in its most recent fiscal year was represented by sales of crawfish tail meat?

_____ Percent

II-10. Is your firm able to switch production between crawfish tail meat and other products in response to a relative price change in the price of crawfish tail meat vis-a-vis the price of other products, using the same equipment and labor?

☐ No

☐ Yes--Please identify below the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from crawfish tail meat.

II-11. Has your firm maintained any inventories of crawfish tail meat in the United States (not including inventories held by firms identified in questions I-3, I-5, or I-6 above¹) since 1997?

☐ No

☐ Yes--Report the quantity (in pounds) of such end-of-period inventories below.

1997

1998

1999

2000

2001

2002

II-12. (a) Are your firm's exports of crawfish tail meat subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

☐ No

☐ Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

Product	Country	Year imposed	Barrier (if tariff, give rate)
---------	---------	--------------	--------------------------------

_____	_____	_____	_____
_____	_____	_____	_____

¹ Such firms will report inventories in the Commission's importer or producer questionnaire.

PART II.--TRADE AND RELATED INFORMATION--Continued

(b) Are your firm's exports of crawfish tail meat subject to current investigations in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

☐ No ☐ Yes--List the products(s), country(ies), and type of investigation.

Product	Country	Type of investigation
_____	_____	_____
_____	_____	_____

II-13. Identify export markets (other than the United States) that you have developed or where you have increased your sales of crawfish tail meat as a result of the antidumping duty order on crawfish tail meat from China. Please identify and discuss below.

II-14. Describe the significance of the existing antidumping duty order covering imports of crawfish tail meat from China in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

II-15. Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of crawfish tail meat in the future if the antidumping duty order on crawfish tail meat from China were to be revoked?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-16a. Please report production capacity, production, shipments, and inventories of crawfish tail meat produced by your firm in China in **1997-2002**.

(Quantity in pounds, value in dollars)						
Item	1997	1998	1999	2000	2001	2002
AVERAGE PRODUCTION CAPACITY (quantity)						
BEGINNING-OF-PERIOD INVENTORIES¹ (quantity)						
PRODUCTION² (quantity)						
SHIPMENTS:						
Home market:						
Commercial shipments:						
Quantity						
Value						
Internal consumption/transfers (quantity)						
Exports to--						
United States:³						
Quantity						
Value						
All other export markets:⁴						
Quantity						
Value						
Total exports (quantity)						
Total shipments (quantity)						
END-OF-PERIOD INVENTORIES (quantity)						
<p>¹ <u>Reconciliation of data</u>--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>						
<p>² Please estimate the percentage of total production of crawfish tail meat in China accounted for by your firm's production in 2002.</p> <p>_____ Percent</p>						
<p>³ Please estimate the percentage of total exports to the United States of crawfish tail meat from China accounted for by your firm's exports in 2002.</p> <p>_____ Percent</p>						
<p>⁴ Identify principal <i>other</i> export markets.</p>						

IMPORTERS' QUESTIONNAIRE
CRAWFISH TAIL MEAT FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission no later than March 27, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning crawfish tail meat from China (inv. No. 731-TA-752 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm imported crawfish tail meat (as defined in the instruction booklet) from any country at any time since January 1, 1997?

☐

NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

()

Phone

()

Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing crawfish tail meat from China into the United States or which are engaged in exporting crawfish tail meat from China to the United States?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing crawfish tail meat from countries other than China into the United States or which are engaged in exporting crawfish tail meat from countries other than China to the United States?

☐ No ☐ Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of crawfish tail meat?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-7. Please indicate the nature of your firm's importing operations on crawfish tail meat. More than one answer may be applicable.

<input type="checkbox"/> Importer of record	<input type="checkbox"/> Takes title to the imported product(s)
<input type="checkbox"/> Consignee of the imported product(s)	<input type="checkbox"/> Customs broker or freight forwarder

- I-8. If your firm is an importer of record of crawfish tail meat but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

- I-9. Please indicate whether your firm enters crawfish tail meat into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes--list location(s):

Bonded warehouses ☐ No ☐ Yes--list location(s):

PART I.--GENERAL QUESTIONS--Continued

I-10. Please indicate whether your firm imports crawfish tail meat under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

I-11. In Parts II and III of this questionnaire we request copies of your company's business plan. Does your company have a business plan?

☐ Yes ☐ No

If yes, did you provide the requested copies?

☐ Yes ☐ No--Please explain why not.

I-12. To your knowledge, have the products subject to this review been the subject of any other import relief investigations in the United States or in any other countries?

☐ No ☐ Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Olympia Hand (ohand@usitc.gov (preferred) or 202-205-3182). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone Number/Fax Number E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of crawfish tail meat since September 15, 1997 (the date on which the antidumping duty order under review became effective)?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of crawfish tail meat in the future?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of crawfish tail meat in the future if the antidumping duty order on crawfish tail meat from China were to be revoked?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-5. Has your firm imported or arranged for the importation of crawfish tail meat from China for delivery after December 31, 2002?

☐ No

☐ Yes--Indicate when such orders are to be delivered and the quantities involved.

II-6. If your firm also produces crawfish tail meat in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-7a. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of crawfish tail meat imported by your firm during **1997-2002**. (See definitions in the instruction booklet.) **Report separately for each China and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

☐

China _____

☐All other sources combined¹

(Quantity in pounds, value in dollars)						
Item	1997	1998	1999	2000	2001	2002
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)						
IMPORTS:²						
Quantity of imports						
Value of imports						
U.S. SHIPMENTS OF IMPORTS:						
Commercial shipments:						
Quantity of commercial shipments						
Value of commercial shipments						
Internal consumption and transfers to related firms:³						
Quantity of internal consumption/transfers						
Value ¹ of internal consumption/transfers						
U.S. SHIPMENTS TO LOUISIANA (<i>quantity</i>)						
U.S. SHIPMENTS TO ARKANSAS, MISSISSIPPI, AND TEXAS (<i>quantity</i>)						
U.S. SHIPMENTS TO REMAINDER OF UNITED STATES (<i>quantity</i>)						
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)						
U.S. SHIPMENTS TO RESTAURANTS (<i>quantity</i>)						
U.S. SHIPMENTS TO FOOD STORES (<i>quantity</i>)						
U.S. SHIPMENTS TO SEAFOOD MARKETS (<i>quantity</i>)						
U.S. SHIPMENTS TO OTHER _____ (<i>quantity</i>)						
END-OF-PERIOD INVENTORIES⁴ (<i>quantity</i>)						
¹ Please identify these sources: _____						
² Please identify the foreign producers, if known: _____						
³ Internal consumption and transfers to related parties must be valued at fair market value in the table. In the event that you use a different basis for valuing these transactions for internal record keeping, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1997-2002 below: _____						
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less shipments, equals end-of-period inventories. Do the data reported reconcile?						
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

PART II.--TRADE AND RELATED INFORMATION--Continued

II-7b. Did your firm have any exports? _____ Yes _____ No If so, please give quantities in pounds for each year from 1997-2002 below.

II-8. Describe the significance of the existing antidumping duty order covering imports of crawfish tail meat from China in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

II-9. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of crawfish tail meat in the future if the antidumping duty order on crawfish tail meat from China were to be revoked?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

PART III.--PRICING AND MARKET FACTORS

Section III-A.--PRICE DATA

This section requests quarterly quantity and value data concerning your firms' U.S. shipments during January 1997-December 2002 of its crawfish tail meat **imported from China** sold to U.S. retailers and distributors unrelated to your firm. Please report separately for **fresh (chilled)** crawfish tail meat and **frozen** crawfish tail meat AND for shipments to customers in each of the following three U.S. market areas: (1) Louisiana (2) Arkansas, Mississippi, and Texas (states contiguous to Louisiana) and (3) all other states (excluding Louisiana and states contiguous to Louisiana).

Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

COPY THE FOLLOWING TWO PAGES AS NECESSARY. Complete a separate page for each of the specified market areas to which you sell.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section III-A.--PRICE DATA--Continued

Product 1: *Fresh (chilled)* crawfish tail meat

☐ Louisiana

☐ Arkansas, Mississippi, and Texas

☐ All other states

<i>(Quantity in pounds, value in dollars)</i>				
	Sales to retailers		Sales to distributors	
Period of shipment	Quantity	Value ¹	Quantity	Value ¹
1997:				
January-March				
April-June				
July-September				
October-December				
1998:				
January-March				
April-June				
July-September				
October-December				
1999:				
January-March				
April-June				
July-September				
October-December				
2000:				
January-March				
April-June				
July-September				
October-December				
2001:				
January-March				
April-June				
July-September				
October-December				
2002:				
January-March				
April-June				
July-September				
October-December				

¹ Values should be f.o.b. your U.S. point of shipment (should *exclude* U.S. inland freight costs to your customers' locations) and should be net of all returns, refunds, discounts, and credits.

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-A.--PRICE DATA--Continued****Product 2: Frozen crawfish tail meat**☐ Louisiana☐ Arkansas, Mississippi, and Texas☐ All other states

(Quantity in pounds, value in dollars)				
	Sales to retailers		Sales to distributors	
Period of shipment	Quantity	Value ¹	Quantity	Value ¹
1997:				
January-March				
April-June				
July-September				
October-December				
1998:				
January-March				
April-June				
July-September				
October-December				
1999:				
January-March				
April-June				
July-September				
October-December				
2000:				
January-March				
April-June				
July-September				
October-December				
2001:				
January-March				
April-June				
July-September				
October-December				
2002:				
January-March				
April-June				
July-September				
October-December				
¹ Values should be f.o.b. your U.S. point of shipment (should exclude U.S. inland freight costs to your customers' locations) and should be net of all returns, refunds, discounts, and credits.				

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS

III-B-1. How does your firm determine the prices that it charges for sales of crawfish tail meat (check all that apply)?

☐ Transaction by transaction

☐ Contracts

☐ Set price lists

☐ Other (describe) _____

III-B-2. Please describe your firm's discount policy (check all that apply).

☐ Quantity discounts

☐ Annual total volume discounts

☐ No discount policy

☐ Other (describe) _____

III-B-3. On what basis are your prices of crawfish tail meat usually quoted?

☐ F.o.b. (specify point) _____

☐ Delivered

III-B-4. Approximately what percentage of your firm's sales of its crawfish tail meat imported from China are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ___ percent

III-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of crawfish tail meat? _____

III-B-6. What is the approximate percentage of the total delivered cost of crawfish tail meat that is accounted for by transportation costs? ___ percent. Who generally arranges the transportation to your customers' locations? Your firm ___ or purchaser ___ (check one). What proportion of your sales occur within 100 miles of your storage or production facility? ___ percent. 101 to 1,000 miles? ___ percent. Over 1,000 miles? ___ percent.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-7. What is the geographic market area in the United States served by your firm's imports of crawfish tail meat from China (check all that apply)? Note any changes in market area since 1997 (the year the antidumping duty order under review became effective) and any anticipated changes for the future.

- | | | |
|---|--|---|
| <input type="checkbox"/> Louisiana | <input type="checkbox"/> Arkansas, Mississippi, Texas | |
| <input type="checkbox"/> Continental U.S. | <input type="checkbox"/> U.S., including Alaska and Hawaii | |
| <input type="checkbox"/> Northeast | <input type="checkbox"/> Northwest | <input type="checkbox"/> Midwest |
| <input type="checkbox"/> Southeast | <input type="checkbox"/> Southwest | <input type="checkbox"/> Other (describe) _____ |
-

III-B-8. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of crawfish tail meat influenced the U.S. wholesale market price of crawfish tail meat since 1997?

- ☐ No ☐ Yes--Please identify any such firm(s) and note the time period when the firm(s) influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.
-
-

III-B-9. To what extent have changes in the prices of raw materials affected your firm's selling prices for crawfish tail meat during 1997-2002? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

- III-B-10. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of crawfish tail meat in the U.S. market since 1997?

☐ No ☐ Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

- III-B-11. (a) Do you anticipate any changes in terms of the availability of crawfish tail meat imported from China in the U.S. market in the future?

☐ No change ☐ Increase ☐ Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period, and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

- III-B-12. Describe how easily your firm can shift its sales of crawfish tail meat between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting crawfish tail meat between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-13. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of crawfish tail meat since 1997?

☐ No ☐ Yes--Please describe and quantify if possible.

III-B-14. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of crawfish tail meat in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

☐ No ☐ Yes--Please identify, including the time period.

III-B-15. Are there other products that may be substitutes for crawfish tail meat?

☐ No ☐ Yes--Please describe the products and note how frequently such substitutions occur.

III-B-16. Have there been any changes in the number or types of products that can be substituted for crawfish tail meat since 1997?

☐ No ☐ Yes--Please explain.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-17. Do you anticipate any changes in terms of the substitutability of other products for crawfish tail meat in the future?

☐ No

☐ Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-18. Describe the end uses of the crawfish tail meat that you import from China.

III-B-19. Have there been any changes in the end uses of crawfish tail meat since 1997?

☐ No

☐ Yes--Please describe.

III-B-20. Do you anticipate any changes in terms of the end uses of crawfish tail meat in the future?

☐ No

☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-21. How has demand within the United States (and outside the United States, if known) for crawfish tail meat changed since 1997?

☐ Unchanged

☐ Increased

☐ Decreased

☐ Other (describe) _____

What were the principal factors affecting changes in demand?

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-B.--MARKET FACTORS--Continued**

III-B-22. Do you anticipate any future changes in crawfish tail meat demand in the United States and, if known, the rest of the world?

☐ No

☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-23. Please compare market prices of crawfish tail meat in U.S. and non-U.S. markets, if known.

III-B-24. Is crawfish tail meat produced in the United States and in other countries used interchangeably (i.e., are they physically used in the same applications)?

Please indicate below, using "A" to indicate that the products from a specified country-pair are always interchangeable, "F" to indicate that the products are frequently interchangeable, "S" to indicate that the products are sometimes interchangeable, "N" to indicate that the products are never interchangeable, and "O" to indicate no familiarity with products from a specified country-pair.¹

Country-pair	China	Nonsubject countries
United States		
China		

¹ For any country-pair producing crawfish tail meat which is sometimes or never used interchangeably, please explain the factors that limit or preclude interchangeable use.

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-B.--MARKET FACTORS--Continued**

III-B-25. Is the price between crawfish tail meat produced in the United States and in other countries a significant factor in your firm's sales of the product?

Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair.¹

Country-pair	China	Nonsubject countries
United States		
China		

¹ For any country-pair producing crawfish tail meat for which there are price differences, please identify the country-pair and explain the differences.

III-B-26. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between crawfish tail meat produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair.¹

Country-pair	China	Nonsubject countries
United States		
China		

¹ For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of crawfish tail meat, identify the country-pair and report the advantages or disadvantages imparted by such factors.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-27. Has the availability of NONSUBJECT imported crawfish tail meat changed since 1997?

☐ No ☐ Yes--Please explain.

III-B-28. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss crawfish tail meat supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China, and (3) the world as a whole. Of particular interest is such data from 1997 to the present and forecasts for the future.

III-B-29. Does your firm sell crawfish tail meat over the internet?

☐ No ☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of crawfish tail meat in 2002 accounted for by internet sales.



**GENERAL INFORMATION, INSTRUCTIONS, AND
DEFINITIONS FOR COMMISSION FOREIGN
PRODUCER/EXPORTER QUESTIONNAIRES**

**Crawfish Tail Meat from China
Investigation No. 731-TA-752 (Review)**

Further information.--If you have any questions concerning the enclosed questionnaire(s) or other matters related to this review, you may contact the following members of the Commission's staff (Fax 202-205-3205):

*Olympia Hand, investigator (E-mail OHAND@USITC.GOV (preferred); 202-205-3182)
regarding general questions and trade and related information;*

*John Benedetto, economist (202-205-3270; E-mail JBENEDETTO@USITC.GOV)
regarding pricing, market, and related information.*

GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS

GENERAL INFORMATION

Background.--On September 15, 1997, the Department of Commerce issued an antidumping duty order on imports of crawfish tail meat from China (62 F.R. 48218). On August 2, 2002, the Commission instituted a review pursuant to section 751(c) of the Tariff Act of 1930 (19 U.S.C. § 1675(c)) (the Act) to determine whether revocation of the order would be likely to lead to continuation or recurrence of material injury to the domestic industry within a reasonably foreseeable time (67 F.R. 50459). If the Commission makes an affirmative determination, the order will remain in place. If the Commission makes a negative determination, the Department of Commerce will revoke the order.

Additional questionnaires will be supplied promptly upon request, or photocopies of the enclosed questionnaire(s) may be used. Address all correspondence to the United States International Trade Commission, Washington, DC 20436. Hearing-impaired individuals can obtain information regarding this review via the Commission's TDD terminal (202-205-1810).

Due date of questionnaire(s).--Return the completed questionnaire(s) to the United States International Trade Commission by no later than March 27, 2003. Although the enclosed postpaid envelope may be used to return the completed questionnaire, use of an overnight mail service may be necessary to ensure that your response actually reaches the Commission by March 27, 2003. If you do not use the enclosed envelope, please make sure the completed questionnaire is sent to the attention of Olympia Hand. **Return only one copy of the completed questionnaire(s), but please keep a copy for your records so that you can refer to it if the Commission staff contacts you with any questions during the course of the review.**

Service of questionnaire response(s).--In the event that your firm is a party to this review, you are required to serve a copy of the questionnaire(s), once completed, on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties is maintained by the Commission's Secretary and may be obtained by calling 202-205-1803. A certificate of service must accompany the copy of the completed questionnaire(s) you submit (see 19 CFR § 207.7).

GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS--Continued

GENERAL INFORMATION--Continued

Confidentiality.--The commercial and financial data furnished in response to the enclosed questionnaire(s) that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, nonnumerical characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

Verification.--The information submitted in the enclosed questionnaire(s) is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all your workpapers and supporting documents used in the preparation of the questionnaire response(s).

Release of information.--The information provided by your firm in response to the questionnaire(s), as well as any other business proprietary information submitted by your firm to the Commission in connection with the review, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this review or other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

INSTRUCTIONS

Answer all questions.--Do not leave any question or section blank unless a questionnaire expressly directs you to skip over certain questions or sections. If the answer to any question is "none," write "none." **If information is not readily available from your records in exactly the form requested, furnish carefully prepared estimates--designated as such by the letter "E"--and explain the basis of your estimates.** Answers to questions and any necessary comments or explanations should be supplied in the space provided or on separate sheets attached to the appropriate page of the questionnaire(s). If your firm is completing more than one questionnaire in connection with this review (i.e., a producer, importer, purchaser, and/or foreign producer questionnaire), you need not respond to duplicated questions in the questionnaires.

GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS--Continued

INSTRUCTIONS--Continued

Consolidate all establishments in China.--Report the requested data for your establishment(s) located in China. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

DEFINITIONS

Crawfish tail meat.--Freshwater crawfish tail meat, in all its forms (whether washed or with fat on, whether purged or unpurged), grades, and sizes; whether frozen, fresh, or chilled; and regardless of how it is packed, preserved, or prepared, as covered by statistical reporting number 0306.19.0010 and subheading 0306.29.00 of the Harmonized Tariff Schedule of the United States (HTS). Excluded are live crawfish and other whole crawfish, whether boiled, frozen, fresh, or chilled. Also excluded are saltwater crawfish of any type, and parts thereof.

Firm.--An individual proprietorship, partnership, joint venture, association, corporation (including any subsidiary corporation), business trust, cooperative, trustee in bankruptcy, or receiver under decree of any court.

Related firm.--A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

Establishment.--Each facility of a firm in China involved in the production of crawfish tail meat (as defined above), including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

United States.--For purposes of this review, the 50 States, Puerto Rico, the U.S. Virgin Islands, and the District of Columbia.

Importer.--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing crawfish tail meat (as defined above) into the United States from a foreign manufacturer or through its selling agent.

Average production capacity.--The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating

GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS--Continued

DEFINITIONS--Continued

levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

Production--All production in your establishment(s) in China, including production consumed internally within your firm.

Shipments--Shipments of products produced in your establishment(s) in China. Quantities reported should be net of returns.

Home market commercial shipments--Shipments, other than internal consumption and transfers to related firms, within China.

Home market internal consumption/transfers to related firms--Shipments made to related firms in China, including product consumed internally by your firm.

Export shipments--Shipments to destinations outside China, including shipments to related firms.

Inventories--Finished goods inventory, not raw materials or work-in-progress.

WORK SCHEDULE

Investigation No. 731-TA-752 (Review)

CRAWFISH TAIL MEAT FROM CHINA

Staff Assigned

Investigator	Olympia Hand (205-3182)
Commodity-Industry Analyst	Roger Corey (205-3327)
Economist	John Benedetto (205-3270)
Accountant/Auditor	David Boyland (708-4725)
Attorney	Mary Beth Jones (205-3106)
Supervisory Investigator	George Deyman (205-3197)

	: DATE
	:
Notice of initiation	: August 2, 2002
	:
Scheduled date for Commerce's determination	: December 6
	:
Questionnaires:	:
Drafts to Parties	: February 5
Party comments	: February 12
Mail	: March 6
Return	: March 27
	:
Fieldwork	: As needed
	:
Prehearing report:	:
To the Commission and Parties	: May 14
	:
Prehearing briefs of Parties due ²	: May 23
	:
Prehearing conference	: May 30
	: 9:30 a.m.
Hearing	: June 3
	: 9:30 a.m.
Posthearing briefs of Parties due ²	: June 12
	:
Report to the Commission:	:
To the Commission and Parties	: June 27
	:
Closing of the record and final release of data to Parties	: July 3
	:
Final comments of Parties due ²	: July 8
	:
Determination and views to Commerce	: July 28, 2003
	: